



# DuPont

## The Business Benefits of Sustainable Growth

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# DILBERT

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# DuPont

## The Miracles of Science



DuPont is a science company. We bring science to the marketplace in ways that benefit people and generate value for our shareholders.

# About DuPont



- 200 Years Old in 2002
- \$25 Billion Revenue/\$1.6 Billion R&D
- 79,000 Employees
- Presence in 70 countries including 135 plants and 80 research and development laboratories
- 2,000 Trademarks and Brands
- Core Values - Safety & Occupational Health, Environmental Stewardship, Ethics and Treatment of People with Dignity & Respect
- Core Mission: Sustainable Growth

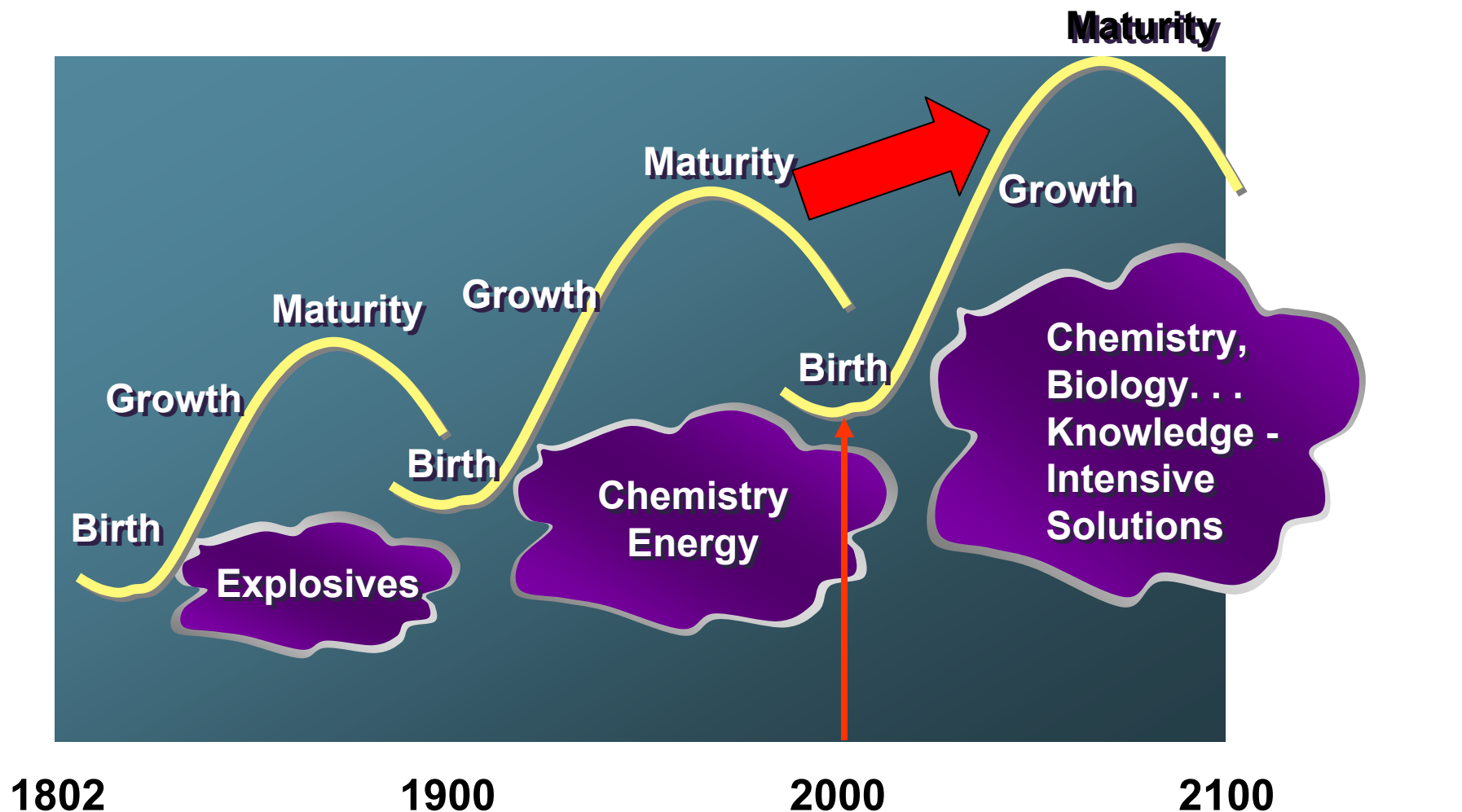
# New Market Focus



- Electronic and Communications Technologies
- Performance Materials
- Coating and Color Technologies
- Safety and Protection
- Agriculture and Nutrition
- Textiles and Interiors



# Major Transitions





**DuPont is committed to  
*Sustainable Growth* -**

**Creating Shareholder and  
Societal Value *while* decreasing  
our Environmental Footprint  
.... along the Value Chain**

*“environmental footprint” = injuries, illnesses, incidents, waste & emissions, and depletable forms of raw materials and energy*

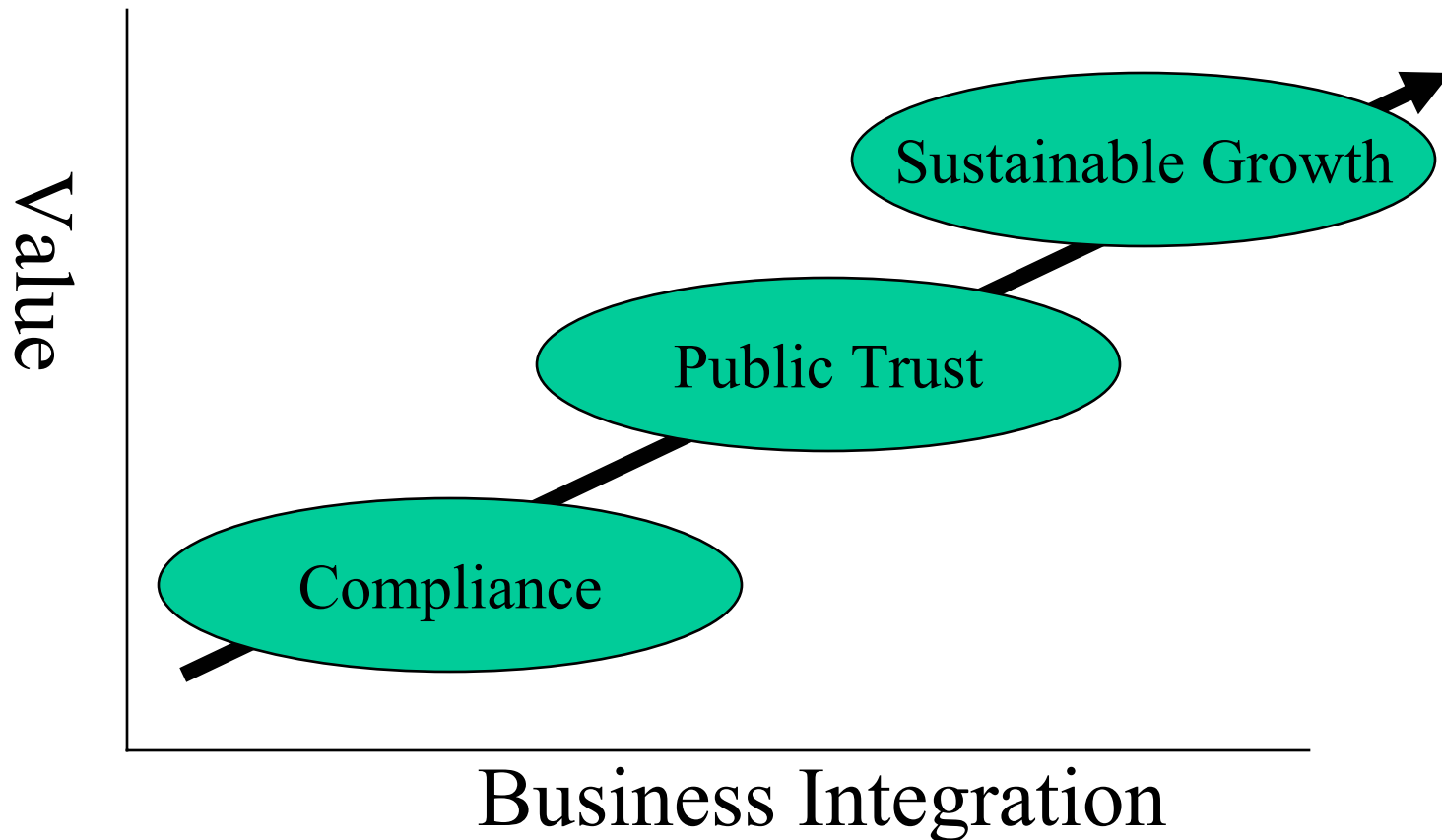
# **Why Sustainable Growth?**



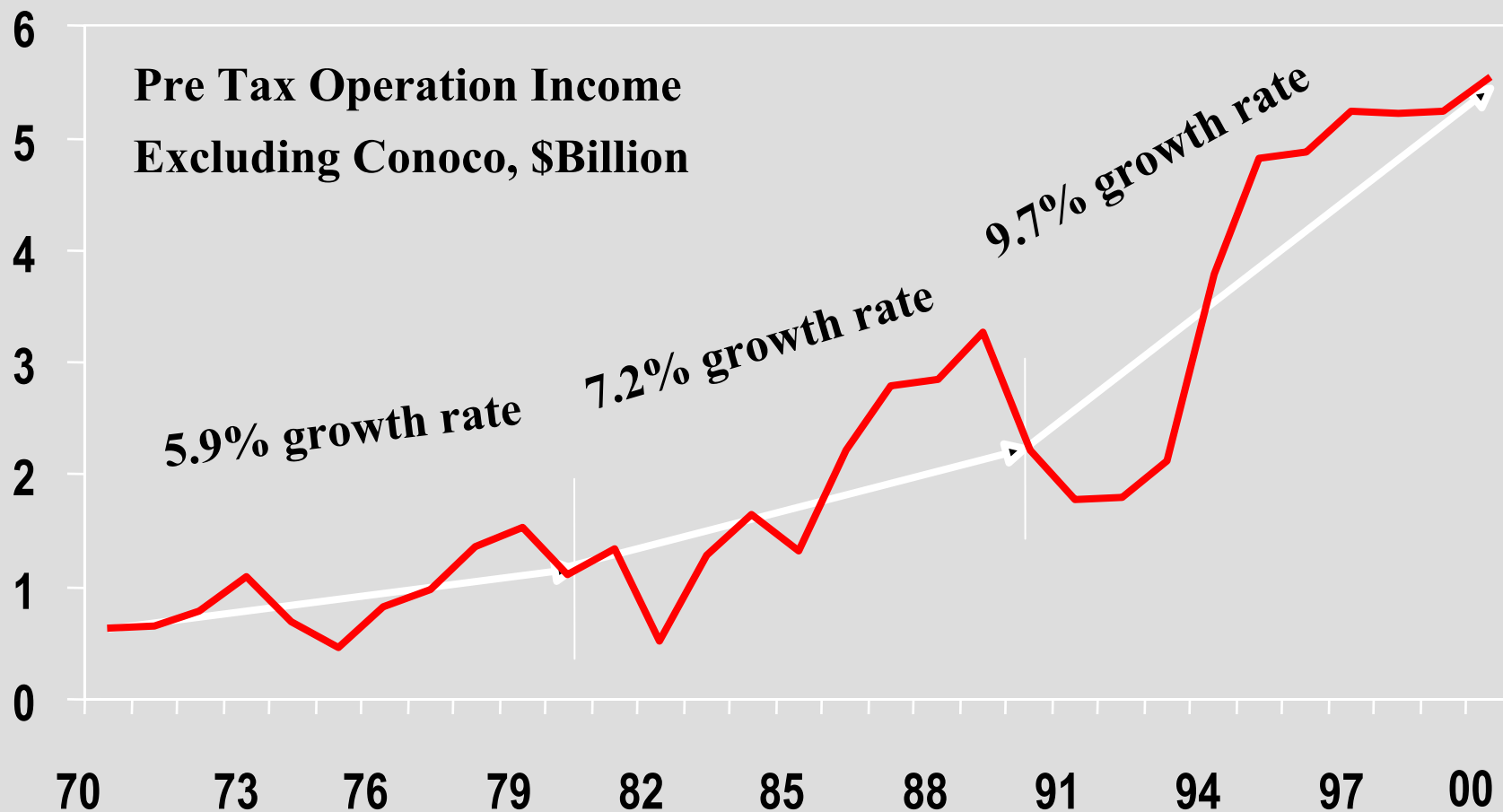
- \* Saves Lives, Avoids Pain, Protects The Environment**
- \* Enhances Reputation/Brand**
- \* Increases Employee Morale**
- \* Achieves Higher Productivity/Fewer Defects**
- \* Lowers Costs**
- \* Strengthens Customer Relationships**
- \* Enhances Business Growth**



# DuPont's Journey



# Long Term Earnings Growth 1970-2000



# Footprint Reduction

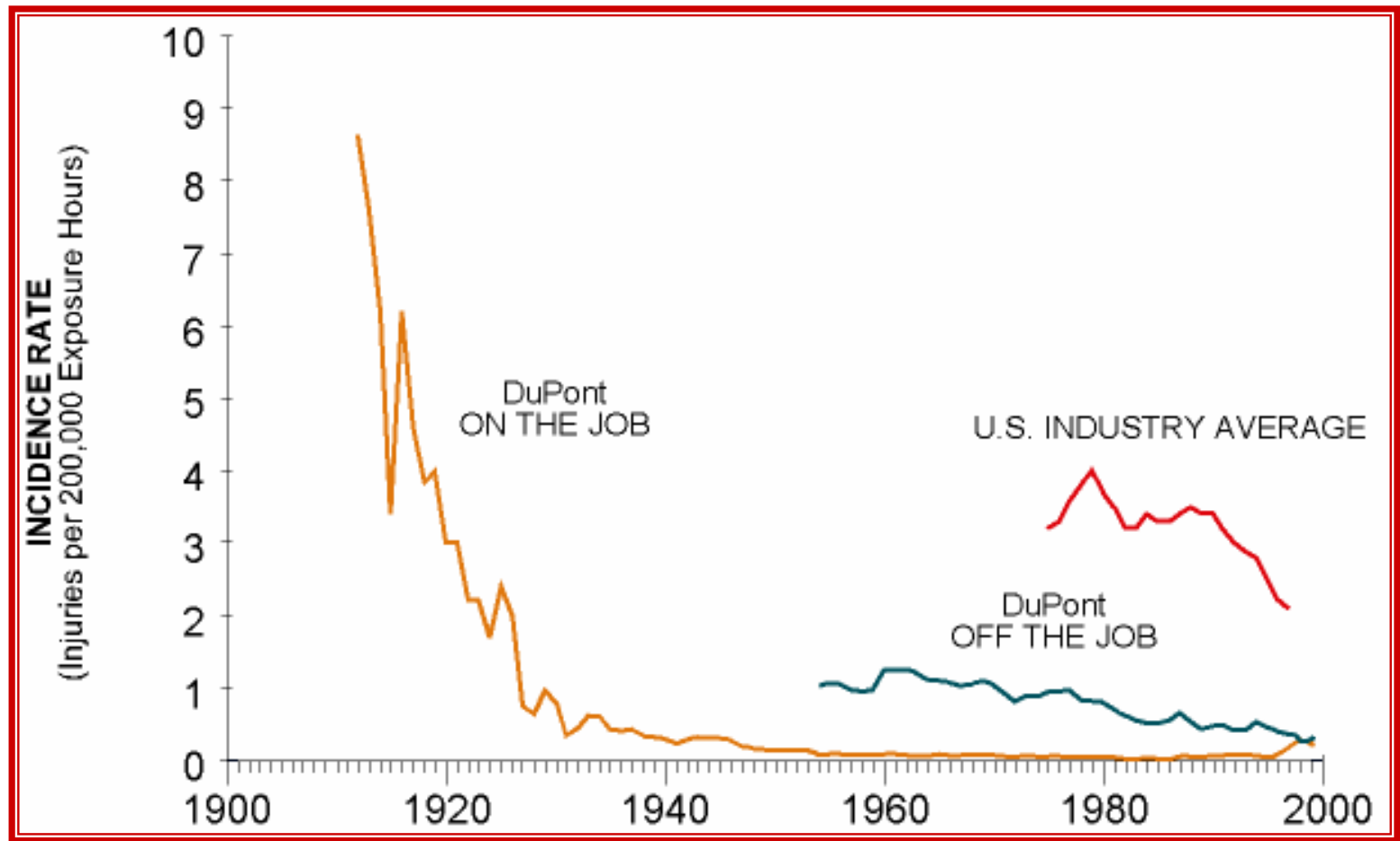


## Past Decade

<b>Safety &amp; Health</b>	<b>World Leader</b>
<b>Major Incidents</b>	<b>&gt;100 to ↗ 0</b>
<b>Air Toxics</b>	<b>(70%)</b>
<b>Air Carcinogens</b>	<b>(90%)</b>
<b>Hazardous Waste (Dry)</b>	<b>(40%)</b>
<b>U.S. TRI “Releases”</b>	<b>(80%)</b>
<b>Energy</b>	<b>Flat</b>
<b>GHG Emissions</b>	<b>(60%)</b>
<b>Renewable Energy &amp; Resources</b>	<b>2010 Goals</b>

*Note: Production increased 30% during this period*

## Lost Workday Case Rates



# DuPont's Energy Goals

## *Specific 2010 Goals for DuPont:*

**25% of revenue from non-depletable resources  
(up from 10% today)**

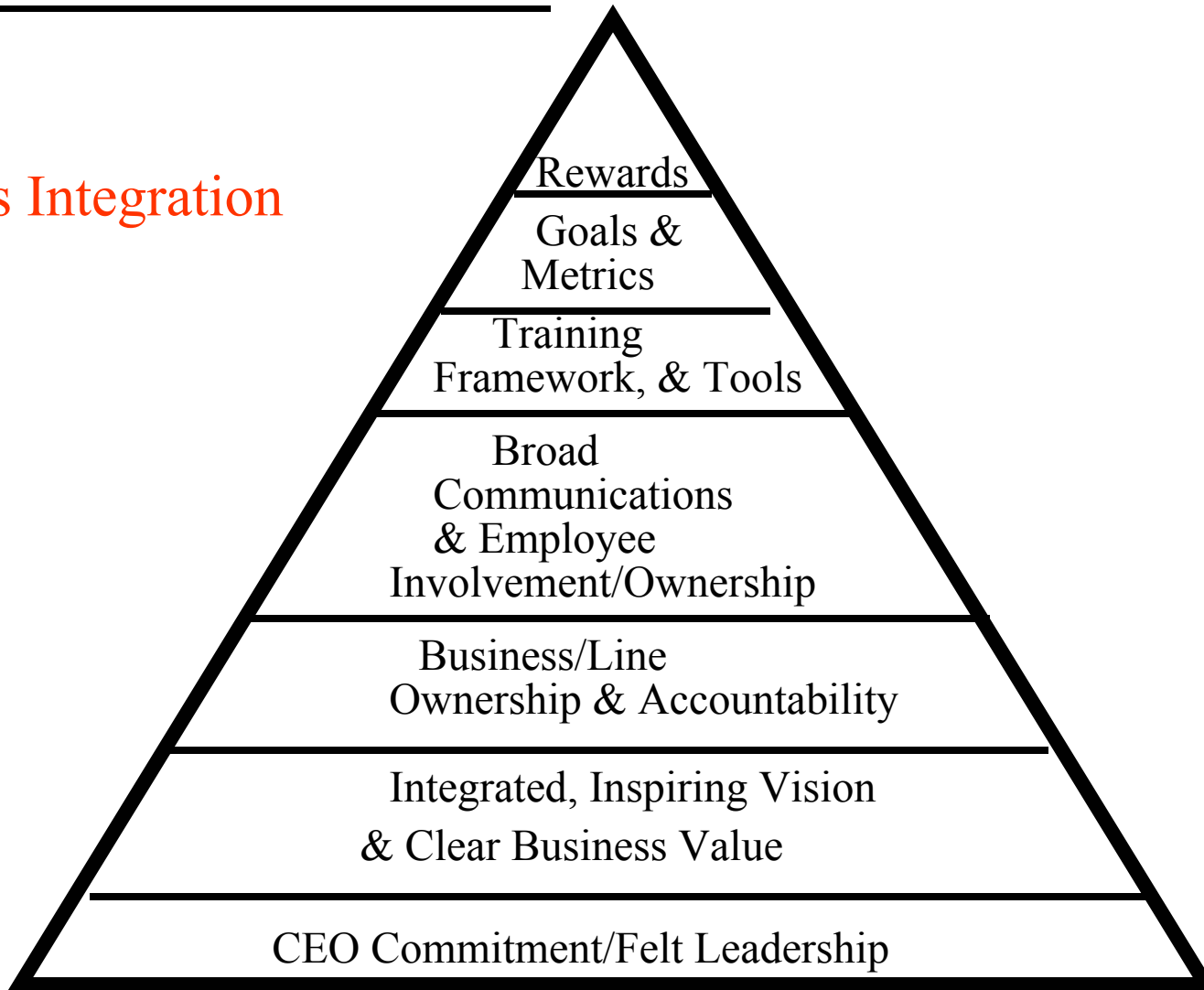
**Reduce GHGs by 65% (base yr: 1990)**

**Total energy usage flat (base yr: 1990)**

**Source 10% energy use from renewable resources in a cost  
competitive manner**

# Transformation Model

Business Integration  
is Key





# Key Strategies

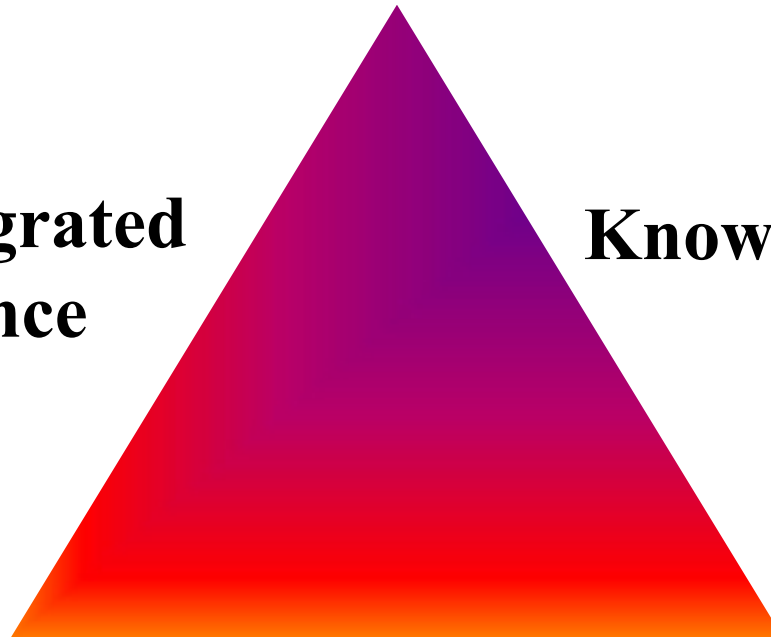


**Stakeholder  
Engagement**

**Integrated  
Science**

**Knowledge Intensity**

**Productivity**



**Footprint  
Reduction**

# Stakeholder Engagement



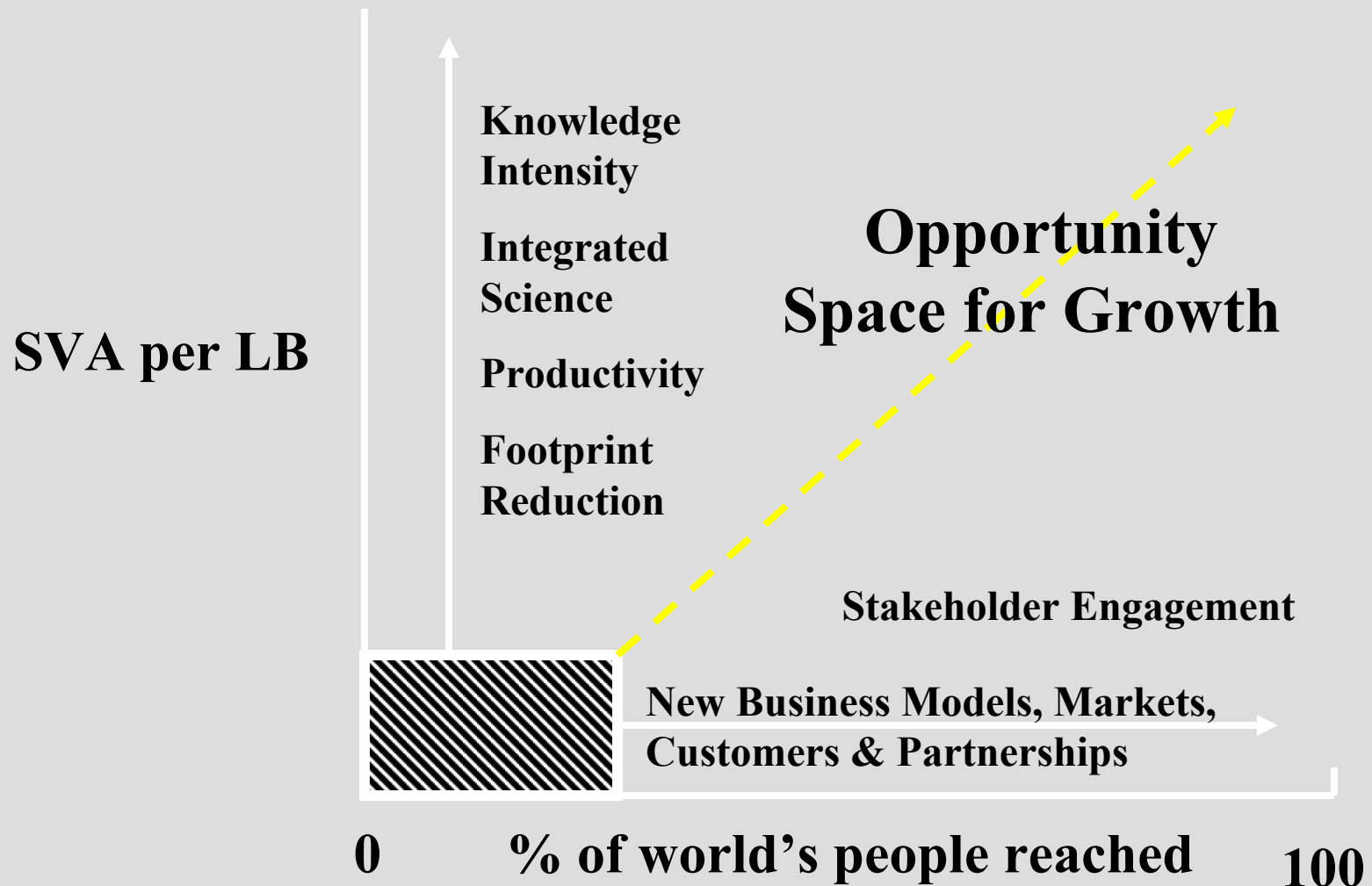
- \* Build Public Trust**
- \* Fill “Blind Spots”**
- \* Guide Technology Development**
- \* Generate New Ideas**
- \* Gain New Perspectives**
- \* Facilitate Growth**

# Key Messages



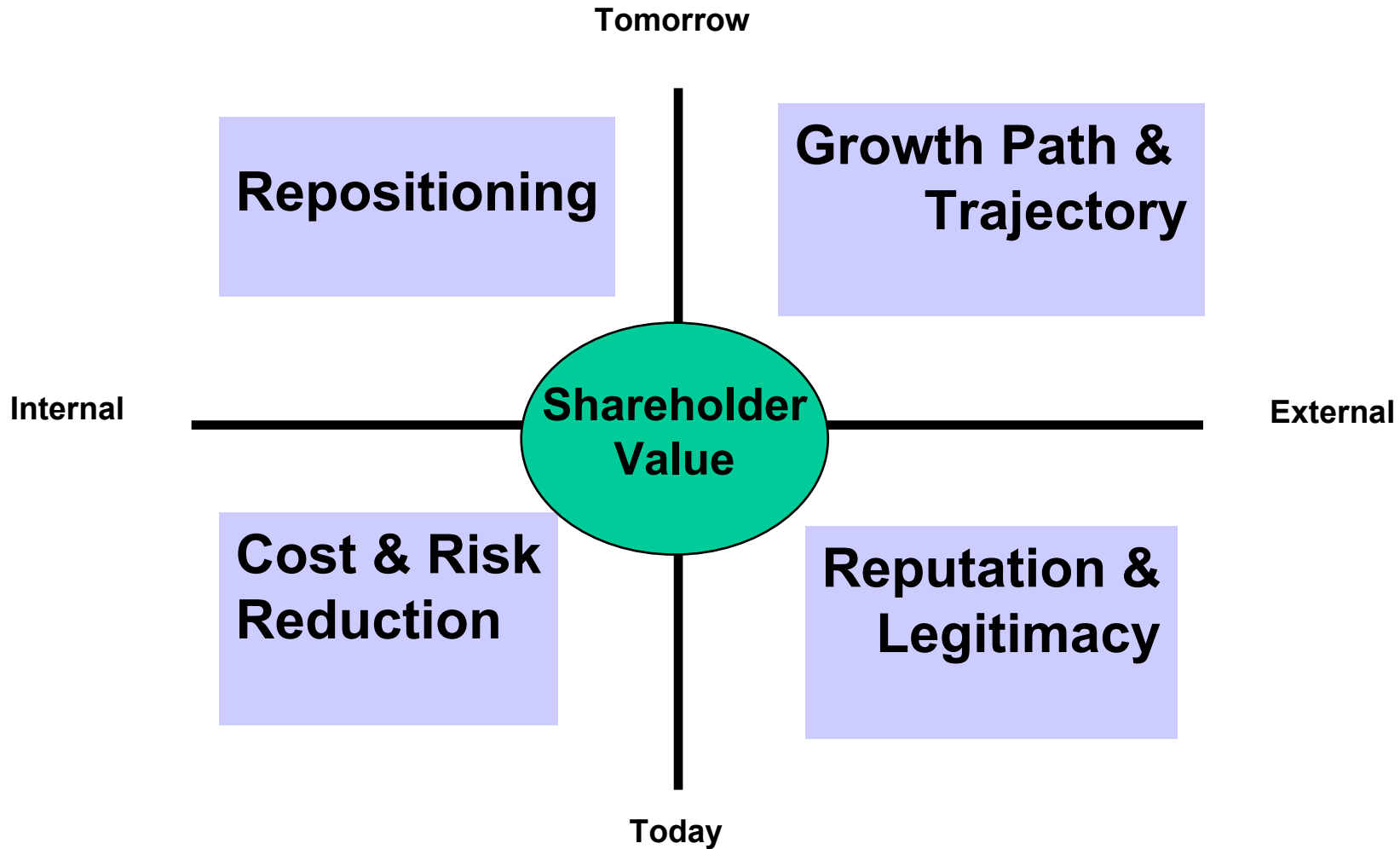
- \* Pursue “More Noble” Purpose**
- \* Drive to Zero Footprint**
- \* OK to Create Shareholder Value**
- \* Create New Partnerships**
- \* Keep Your Core Values Out Front**
- \* Engage Stakeholders Very Early**

# Sustainable Growth - A Business Approach



# Figure 1

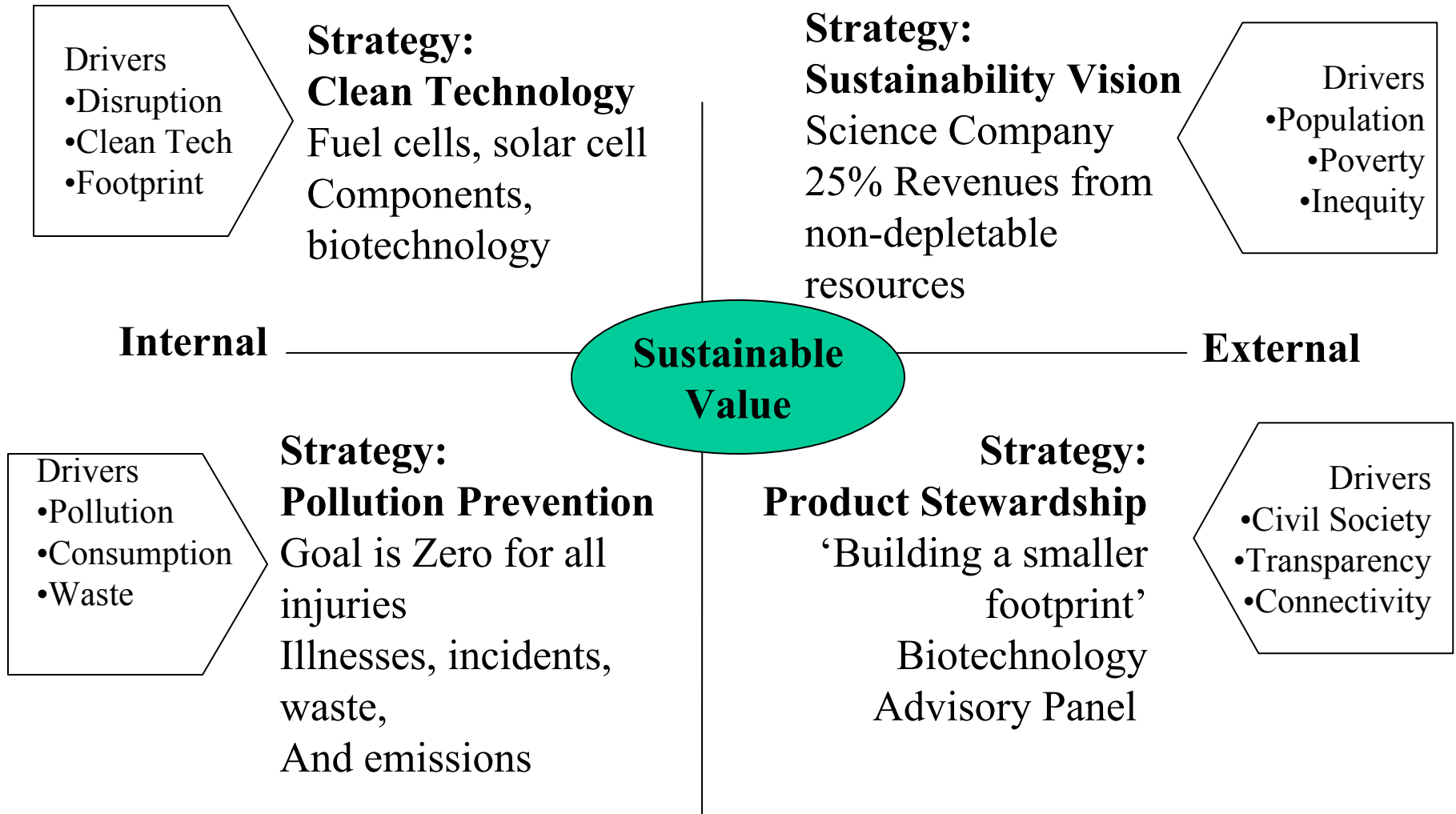
## Key Dimensions of Shareholder Value



# DuPont

## Sustainable Value Framework

### Tomorrow





# Next 10-20 Years



- **Accountability and Transparency**
- **Social Responsibility**
- **Stakeholder Engagement, Dialogues**
- **Integrated Policies - Economics, Environment, Social**
- **Reaching the “Poor and Excluded”**
- **Renewables**
- **“Sustainable Growth” Business Leaders**

The miracles of science<sup>TM</sup>

